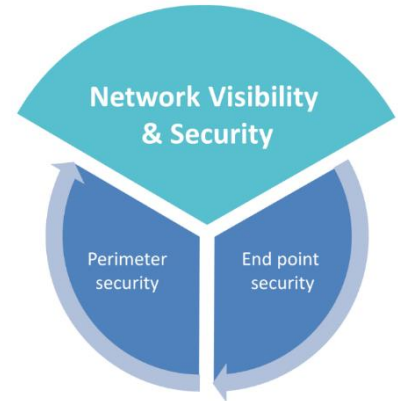


Secure and Monitor Your Network with Flowmon

Flowmon ensures that companies such as T-Mobile, Siemens, Volkswagen or Sega understand and protect their networks. Flowmon analyzes network traffic, reports on traffic structure and alerts on threats which are not detectable by standard signature based approaches. Flowmon is recognized by Gartner and recommended by Cisco and Check Point.



Customers



Company Background

Profitable, strong market position in Europe, expanding internationally.

600+ international customers validating our leadership.

Gartner recognized since 2010. Included in Gartner Magic Quadrant for NPMD.

3x in a row Deloitte CE Technology Fast 50 Company.

Exclusively Channel oriented with a high margin program.

Official commercial channel for flow monitoring and security applications developed within Czech National Research (CESNET) with a 100+ R&D engineers.

Technology Partners



Customer Scenarios

Flow Monitoring: basic SNMP monitoring has been deployed in most organizations. However, the “next generation” flow monitoring technologies (NetFlow, IPFIX, sFlow, jFlow) are the current growth area of end user needs and interest. Target usage includes network traffic analysis, reporting, troubleshooting, network operation cost reduction, security enhancement, SLA monitoring and more.

Network Security – NBA/NBAD: Paul E. Proctor, VP at Gartner: “NBA is about higher visibility in the behavior of your network to cover gaps left by signature based mechanism.” Flowmon Networks is European leader in NBA and offers the only solution on the market which scales from SMBs through large enterprises to carriers.

DDoS Protection: in the world of application-driven business, DDoS attacks have become an especially worrisome tool of cybercriminals. The most effective answer to this challenge is to use a power of flow data. Therefore internet service providers and backbone operators strengthen their networks by flow-based DDoS detection and mitigation capabilities.

Application Performance Monitoring: availability issues, slow response times and performance bottlenecks affect the satisfaction of your customers and employees. Can you afford to lose your customers? Identify and troubleshoot them before they impact your business with Flowmon APM, an agent-less solution to proactively drive user experience and application value.

Cooperation Opportunity

Customers: Are you responsible for network or security administration of your 50, 5 000 or 50 000 computer network? Get the next-generation flow-based monitoring, NBA and DDoS solution with the highest performance and ultimate user experience.

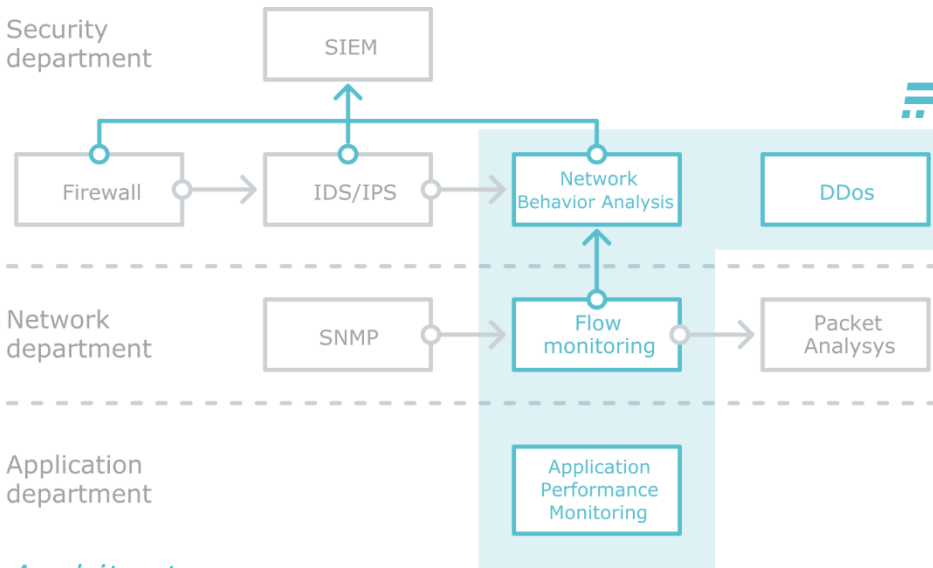
Download free trial at: www.flowmon.com/go/flowmon/

Channels: Exploit the growth of NPMD market including NBA market, sell into new opportunities within current customer base and expand your addressable customers as our channel partner. Increase your revenue with additional \$1M on Flowmon to each \$2M you obtain from firewall trade or \$5M from network infrastructure business.

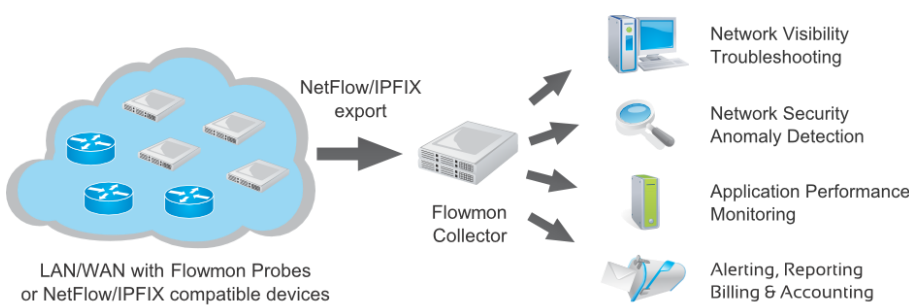
MSSPs: Cloud and SaaS are the future. According to Gartner’s *Market Trends: Future Look at SaaS in the Application Markets*, even the poorest SaaS segment is seeing a CAGR of 19.7% through to 2019. Add the only scalable and cloud delivered NetFlow and NBA solution to your portfolio. Enhance your SoC offerings. Join Deutsche Telekom, Telefonica or Orange who deliver our solution from their data center to their enterprise customers.

Technology Partners / OEM: NPMD + NBA market is 28% of security appliances market (FW, IPS, UTM) and equal to SIEM market size. Take the technology partner / OEM opportunity and elevate your business by additional \$100M a year.

Technology Summary



Architecture



Competition Summary

	Flowmon	solarwinds Orion NTA	SevOne SevOne DNC	plixer Scrutinizer	Lanclope StealthWatch	ARBOR Pearflow
Features	Network Traffic Monitoring (NetFlow)	✓	✓	✓	✓	✓
	APM, BYOD, RESTful NBAR, HTTP, VoIP, MT	✓	✗	✗	✗	✗
	Basic Anomaly Detection	✓	✗	✗	✓	✓
	Full Network Behavior Analysis	✓	✗	✗	✗	✗
Delivery	NetFlow Probes	✓	✗	✗	✓	✗
	Hardware Appliance	✓	✗	✓	✓	✓
	Virtual Appliance	✓	✓	✗	✓	✓
	Cloud / SaaS	✓	✗	✗	✗	✗
Market	Small & Medium-sized Businesses	✓	✓	✗	✓	✗
	Large Enterprises	✓	✓	✓	✓	✗
	Carriers / Internet Service Providers	✓	✗	✓	✗	✓
Starting Price (USD)	5k+	3.5k+	50k+	3.5k+	50k+	50k+

Target Customers

Flowmon is applicable to all Large Enterprise companies, Telcos and SMB companies with over 50 computers. The typical deployment costs are from 5 000€ to 75 000€ and up to 1 000 000 € for large ISPs and national wide deployments.

Customers/Revenue segmentation

75% - commercial (both SMBs and large enterprises), government and academic institutions
 25% - Internet Service Providers (ISP)

Achievements



Gartner's MQ for NPMD 2016 report states: *Flowmon's strong focus on security-related incidents enables it to provide its customers with a greater understanding of how malware, network abuse and DDoS attacks affect network performance, versus traditional NPMD vendors.*



Try Flowmon

You can't protect, what you don't see! Get the insight with Flowmon. Try out Flowmon Live Demo or TRIAL available at www.flowmon.com

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